

Message Text

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PAGE 01 STATE 113343

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COM/NESA-246/PBHALE

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FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

UNCLAS STATE 113343

E.O. 11652: N/A

TAGS: BEXP IR

SUBJ: INVESTMENT OPPORTUNITIES IN COLD STORAGE AND FROZEN FOODS

1. UNDER LEADERSHIP OF USDOC ST. LOUIS DISTRICT OFFICE AND WORLD TRADE DEVELOPMENT GROUP OF ST. LOUIS CHAMBER OF COMMERCE, BUSINESSMEN OF ST. LOUIS SHOWING INTENSE INTEREST IN SELLING PRODUCTS AND SERVICES

NEEDED BY IRAN'S DEVELOPMENT PLAN.

2. FOR FIRST APPROACH, THEY WISH ORGANIZE CONSORTIUM HEADED BY MAJOR SUPPLIER OF FOOD PROCESSING EQUIPMENT TO SET UP COLD STORAGE NETWORK, FOR WHICH IRAN'S 5-YEAR PLAN ALLOCATES 1,000 MILLION RIALS. (REF. TABLE 3 OF 5-YR PLAN, CATEGORY 1, ALSO PARA. 3.1 OF CHAPTER IX-INDUSTRY). THEY ARE WILLING TO SEND TEAM TO IRAN AT EARLY DATE TO DISCUSS SPECIFICS IF EMBASSY'S COMMENTS ARE ENCOURAGING.

3. CONSORTIUM WOULD SUPPLY, ON TURNKEY BASIS, ALL PLANT AND EQUIPMENT AND ENGINEERING; WOULD PROVIDE MANAGEMENT SERVICES UNTIL IRANIANS TRAINED TO TAKE OVER; AND WOULD SET UP AND ADMINISTER TRAINING PROGRAMS TO QUALIFY IRANIANS IN ALL SKILLS NEEDED. THIS COULD BE DONE ON INDUSTRY-WIDE BASIS, OR ON SMALLER SCALE, AS APPROPRIATE.

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PAGE 02 STATE 113343

4. IF THIS APPROACH SUCCESSFUL IN COLD STORAGE FIELD, ST.

LOUIS GROUP WOULD ORGANIZE SIMILAR CONSORTIA IN OTHER ENTERPRISES,
SUCH AS MINING, HOUSING, AND EDUCATION.

5. EMBASSY IS REQUESTED TO COMMENT ON THE FOLLOWING:

(A) IS THERE STILL SUFFICIENT SCOPE IN THE FROZEN FOOD/COLD
STORAGE SECTOR TO PERMIT AN APPROACH SUCH AS ENVISAGED
IN PARA. 3?

(B) IF SO, WHAT WOULD BE INITIAL POINT OF CONTACT IN IRAN
FOR SUCH A CONSORTIUM?

(C) WHAT OTHER SECTORS SHOULD RECEIVE PRIORITY ATTENTION,
PER PARA. 4?
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